

Message Text

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ACTION NEA-12

INFO OCT-01 EUR-25 ADP-00 SCEM-02 AID-20 CIAE-00 COME-00

EB-11 FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07

OPIC-12 CIEP-02 LAB-06 SIL-01 OMB-01 RSR-01 EA-11

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R 200905Z AUG 73

FM AMEMBASSY DACCA

TO SECSTATE WASHDC 0690

INFO AMCONSUL BOMBAY

AMEMBASSY LONDON

AMEMBASSY NEW DELHI

AMEMBASSY MOSCOW

AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: ENRG, BG

SUBJECT: CRUDE OIL AND POL PURCHASE MISSION

1. BDG SENDING TO US AND ELSEWHERE (INCLUDING LONDON, PARIS, MOSCOW) OFFICIAL PURCHASE MISSION TO LINE UP URGENTLY NEEDED SUPPLIES CRUDE OIL AND POL. CONSISTS OF SYED ANWARUL AZIM, EXECUTIVE DIRECTOR AND GENERAL MANAGER, JAMUNA OIL LTD. (PREVIOUSLY PAKISTAN/BANGLADESH NATIONAL OILS LTD.); KAZI RAKIBUDDIN AHMED, DEPUTY SECRETARY, MINISTRY NATURAL RESOURCES; AND POSSIBLY M. KERAMET ALI, NEWLY APPOINTED SECRETARY, NATURAL RESOURCES. AZIM ONLY OIL MAN. MISSION FURTHER NEAR-DESPERATE EFFORT BY BDG TO ESTABLISH REGULAR LONG-TERM SUPPLY IN PARTICULAR OF CRUDE FOR EASTERN REFINERIES LTD., CHITTAGONG (\$.2 MILLION TONS A YEAR). PRIOR MISSIONS TO LONDON, ETC., BY MINISTRY INDUSTRIES (UNDER WHOM ERL PREVIOUSLY FELL) HAVE BEEN ABORTIVE. EARLIER INTERNATIONAL TENDERS FOR CRUDE RESULTED ONLY IN OFFERS FROM BROKERS WHOM BDG ULTIMATELY DECIDED NOT TO TRUST.

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2. BDG FULLY AWARE TIGHTNESS INTERNATIONAL MARKET. IS TRYING SECURE MURBAN OR EQUIVALENT CRUDE WHICH, ACCORDING TO AZMI, NOW LARGELY PREEMPTED BY JAPANESE, AND AGA JARI/LIGHT IRANIAN, WHERE BDG HAVE BEEN MORE SUCCESSFUL WORKING THROUGH INDIA, AND SESUATIM THROUGH CFP. BDG HAD HOPED THROUGH INDIA AND THEN ESSO TO GET SAUDI ARABIAN CRUDE BUT, AZIM REPORTS, POSSIBLY AT PAKISTAN INSTIGATION, DEAL TURNED OFF AT LAST MOMENT.

3. JAMUNA OIL WORKING OUT COMMERCIAL AGREEMENT WITH CALTEX TO SET UP LUBE BLENDING PLANT, THIRD SUCH IN BANGLADESH. AZIM WILL BE VISITING CALTEX IN BOMBAY AND NEW YORK AND HOPES TO GAIN COMPANY'S ASSISTANCE IN SEARCH FOR CRUDE. BDG SIMILARLY INTERESTED IN GAINING SUPPORT THIS DIRECTION FROM ASHLAND OIL, WHICH ALSO SEEKING RELATIONSHIP HERE - OFFSHORE OIL EXPLORATION RIGHTS (LIKE CFP AND A CONSIDERABLE NUMBER OF OTHERS).

4. PURCHASE MISSION WOULD BE IN US AROUND SEPTEMBER 2-5 AND IN ALL PROBABILITY WILL NOT REPEAT NOT VISIT WASHINGTON. AZIM, HOWEVER, INTERESTED IN DEVELOPING COMPENDIUM OF CHARACTERISTICS OF CRUDE WORLD-WIDE AND MIGHT APPROACH DEPARTMENT INTERIOR TO DETERMINE WHETHER SUCH AVAILABLE AMONG THEIR PUBLICATIONS. AZIM MAY BE REACHED THROUGH BROTHER S. A. KARIM, BANGLADESH OBSERVER AT UN. NEWBERRY

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